EXHIBIT 2

Declaration of Jared E. Abbruzzese

- I, Jared E. Abbruzzese, hereby declare, under the penalty of perjury, the following:
- 1) I serve as Chairman of TelQuest Ventures, L.L.C. ("TelQuest"), a limited liability company organized under the laws of Delaware. TelQuest is a small, privately-owned entrepreneurial company that intends to use direct broadcast satellite ("DBS")— service to provide smaller new entrants in the subscription television market a new way to receive comprehensive digital programming. Programming will also be sold directly from the satellite to an 18" dish to consumers unable to receive these signals.
- 2) TelQuest is presently owned entirely by private investors. When financing is completed, TelQuest anticipates that it will be 65-85% owned by private investors; 10-25% owned by MMDS wireless cable partners; 5% owned by employees and former shareholders of Digital Broadband Applications Corp. ("DBAC"), and 5% owned by its Canadian partner, with a minor portion of its equity owned by its debt holders.
- Bell Atlantic and NYNEX are not among TelQuest's current 3) owners. In a February 14, 1996 letter, TelQuest was in fact notified by Bell Atlantic and NYNEX jointly that they are, at this time, uninterested in pursuing involvement with the TelQuest venture. Under certain circumstances, however, Bell Atlantic and NYNEX could become owners of a small, indirect interest in TelQuest. CAI Wireless, Inc. ("CAI"), a publicly traded wireless cable operator, has an option to purchase up to a 15% interest in TelQuest through a purchase of the stock of one of its partners. The option expires in June, 1996. Bell Atlantic and NYNEX have purchased convertible preferred stock and warrants of CAI, but to date, neither Bell Atlantic nor NYNEX has exercised their warrants or conversion rights. TelQuest is in negotiations with other entities in which Bell Atlantic and/or NYNEX also have a minority interest or warrants. If these transactions are fully consummated, these indirect interests would amount to less than 1% of TelQuest. At most, therefore, the maximum ownership interest Bell Atlantic and NYNEX could have directly or indirectly in TelQuest would be less than 7%, on a fully-diluted basis.
- 4) In addition to my role with TelQuest, I have extensive entrepreneurial and managerial experience in the MMDS wireless cable industry. I currently serve as Chairman and Chief Executive Officer of CAI and Chairman of CS Wireless Systems, Inc. ("CS"). CAI and CS are diversified MMDS wireless cable operators.
- 5) Wireless cable providers and other small video delivery companies have a present need for TelQuest's service. MMDS operators are currently consolidating and upgrading their plant to

employ digital technology. Other providers that do not have existing cable plant but that have adequate infrastructure, such as independent telephone companies and utilities, also have informed me of their interest in entering the video programming marketplace. TelQuest has agreements in principle to offer TelQuest's low cost, compressed digital satellite service to two wireless cable operators and is in negotiations with others. The TelQuest service will provide these operators with access to national programming in a compressed digital format, which would otherwise be too costly for them to access. The TelQuest service will also permit these operators to integrate 100 national video channels with local programming within their market and to extend the reach of their market with a direct—to—home (DTH) DBS service to households where physical line of sight impediments exist.

- Despite the present need for TelQuest's service, there is only a small window of opportunity in which TelQuest has to act. First, TelQuest must provide service by the end of 1996 in order to meet the digital compression requirements of those MMDS operators who have committed to use TelQuest's services. These operators currently serve approximately 275,000 customers and have already paid millions of dollars into the U.S. Treasury during the FCC's wireless cable auction. However, they are still waiting for the digitized compression capability with which to provide their Second, TelQuest's venture is restricted by a small services. window of opportunity for financing by the U.S. bond market. TelQuest's investment bankers have informed TelQuest that its financing in the high-yield capital market must occur prior to August 1996. TelQuest will be unable to generate financing in this market without the FCC's approval of our applications during this time frame. Without such financing, TelQuest will be forced to cease operation by the end of 1996.
- 7) Assuming this financing target is met, TelQuest has the financial qualifications for initiating the services it proposes. Funds raised for TelQuest through capital markets and equity contributions will cover all costs relating to TelQuest's entrance in the DBS market. Additional revenue sources will be generated by the provision of wholesale digital service to MMDS operators; the sale of retail DBS service indirectly through MMDS affiliates who elect to remain analog but desire more product offerings; the sale of DBS service through traditional DBS strategies; and advertising opportunities.
- 8) Pursuant to this business plan, TelQuest and Telesat Canada ("Telesat") are proceeding with their soon-to-be-finalized venture to use 22 transponders on a high-power satellite to be located at 91° W.L. to provide direct broadcast satellite ("DBS") service to the U.S. domestic market. TelQuest's original business plan anticipated more than 22 transponders; however, the use of 22 transponders represents a compromise made with Telesat in response to Canadian needs outlined by their government.

- TelQuest and Telesat are to begin making capital contributions toward the cost of constructing a DBS satellite, scheduled to be launched at the end of 1997. In addition, arrangements for an interim satellite to be launched to 91° W.L. in the third quarter of 1996 are in place. A \$1,500,000 cash deposit representing good faith consideration for our joint DBS system plan has been made to Telesat. TelQuest and Telesat continue to work closely with third-party satellite construction companies for the construction of a satellite to be used at the 91° W.L. orbital position.
- 10) It is in furtherance of these arrangements with Telesat that TelQuest has taken certain steps in the interest of the successful launch of our venture. These steps include a) the negotiation of agreements with MMDS wireless cable operators for DBS service; b) the negotiation of the acquisition of DBAC the sole program supplier for a switched digital video network, an operator and integrator of a MPEG-2 digital integration facility, and a developer of subscriber management and related software; c) continued negotiations with potential investors; and d) the preparation of the uplink and earth station applications that are the subject of this FCC proceeding, which were submitted to Telesat for their review and comments prior to our filing.
- 11) If the FCC grants approval for these applications, I, on behalf of TelQuest, hereby undertake to research the feasibility of servicing Alaska and Hawaii with the facilities it leases from Telesat. Such efforts will comply with the geographic coverage requirements of Section 100.53 of the FCC's rules, and with Part 25 of the 1992 Cable Act.
- 12) Since TelQuest's initial agreement with Telesat, I have been told that large U.S. telecommunications companies have initiated discussions with Telesat and ExpressVu, a Canadian DTH licensee. Specifically, I learned that EchoStar Satellite Corporation ("EchoStar") contacted ExpressVu and Telesat during the months of March and April of this year and offered to provide ExpressVu with a satellite at an earlier launch date than TelQuest in return for EchoStar's eventual use of the 91' W.L. orbital position.
- 13) In addition, I have also been told that Bert Roberts, Chairman of MCI Telecommunications, with representatives from News Corporation, traveled to Canada the weekend of April 20, 1996, to talk to BCE, Inc. (BCE, through Alouette, Inc. owns a majority of Telesat). Finally, on April 24, 1996, I received a phone call from MCI. In this phone call, MCI requested that I seek a delay in the FCC's processing of the pending TelQuest applications. The suggestion made by MCI was that if I agreed to the delay, MCI might be able to leverage itself into a better bargaining position with TCI in an alternative deal in which TelQuest could be included. I refused MCI's offer.

I declare under penalty of perjury that the foregoing is true and correct based upon my personal knowledge thereof, except as otherwise expressly stated.

Executed on May 5, 1996

Jargu E. Abbruzzese

Chairman

TelQuest Ventures, L.L.C.

EXHIBIT 3

July 24, 1996

William F. Caton
Acting Secretary
Federal Communications Commission
1919 M Street, NW
Washington, DC 20006

JUL 2 4 1996

Re: FCC Seeks Small Business Input: GN Docket No. 26-113

Dear Mr. Caton,

As delegates to the 1995 White House Conference on Small Business, we are submitting this letter in response to the Commission's request for comments from small businesses about the barriers they face in entering the telecommunications service industry.

In a perfect example of the roadblocks that small businesses face, TelQuest Ventures, a small startup firm seeking to enter the direct broadcast satellite (DBS) industry, is being pushed aside by delaying tactics deployed by big business lobbying efforts.

The 1995 White House Conference on Small Business recommended to the President and the Congress that the telecommunications marketplace be opened to full and fair competition which would result in lower prices, availability of new services for consumers and more choice. We were encouraged by the passage of the bill last February and by the specific provision in the bill to encourage small businesses to compete.

It seems ironic that one week after denying TelQuest's license on procedural grounds, the FCC is now reaching out to small business for input about barriers that small firms face in entering a telecommunications services business and whether minority-owned and womenowned small businesses experience unique market barriers.

It is clear to us that, in this first test case of the Telecommunications Act of 1996, a sophisticated corporate-financed lobbying blitz has effectively derailed a prospective entrant into the subscription television market. Because this has been a restricted proceeding, it has been problematic for the FCC to collect all the facts on this issue.

We encourage the FCC not to encumber its decisions with political issues in attaching long-standing international trade concerns that are largely unrelated to TelQuest's application. Few small businesses can survive the time and expense created by inordinate delays due to unnecessary and heavy-handed political influence.

We appreciate the opportunity to comment and hope that this issue is favorably resolved.

Sincerely,

Sandra Abalos
Phoenix, Arizona

Petsy Bakunia Phoenix, Arizona

Joan Frentz Kentucky

Whimey Johns

Nashville, Tennessee

Jaymic McMullin

Nevada,

Vivian Shimoyama

Los Angeles, California

Carolyn Supplies

Nevada

Saddy Adams
Miami, Florida

Janes Harris-Lange

Palm Beach, Florida

Carol Johnson

Rochester, New York

Been Norris

San Francisco, California

Barbara Solomon

Weshington, D.C.

Terry Neese

Oklahoma

(NAWBO past president)

EXHIBIT 4

THE GREATER DETROIT CHAPTER

NATIONAL ASSOCIATION OF WOMEN BUSINESS OWNERS



600 west lafayette boulevard, suite 205 · detroit, michigan 48226 telephone 313-961-4746 · fax 313-961-5434

July 24, 1996

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, N.W.
Washington, D.C. 20006

RE:

FCC Seeks Small Business Input Telecommunications Act of 1996 GN Docket No. 96-113

Dear Mr. Calon:



On behalf of the National Association of Women Business Owners (NAWBO and Les Femmes Chefs D'Entreprises Mondiales which have over 30,000 members), I am writing regarding the recently passed Telecommunications Act of 1996 and specifically in response to the requests for comments from small businesses regarding the barriers that small firms face in entering a tolecommunications service business.

One of the most positive indications that the White House is acting on behalf of small business is the signing of the Telecommunications Act of 1996 calling for "expeditiously and simultaneously open(ing) all telecommunication markets to full and fair competition." More concisely, the goal of this legislation is to fuel more competition, lower costs, and offer more services to customers. This potentially expands the opportunity for small business to compete in the expanding telecommunications market, and opens the door for new small businesses to enter the marketplace. NAWBO, representing women business owners across the nation, are presently concerned that the goal of a level playing field for small business is not being met and that, in fact, legislation may have acted in favor of large business.

As an example, TelQuest Ventures is a small entrepreneurial business endeavoring to break new ground based on the opportunity for open competition. It is part of an emerging technology of the satellite communications industry called DBS. If granted a license, it will provide national programming directly to independent wireless cable providers and video programmers (which are small businesses) and enable them to broadcast over six times the channels currently available, at an affordable price for the U.S. consumer. This presents a significant competitive advantage for the wireless cable provider by enabling them to offer both national and local programming. Many other small businesses will benefit (e.g. hardware distributors, marketing companies, video

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RE: GN Docket No. 96-113 page two

production companies, and content providers). TelQuest's status as a small business is confirmed by the SBA's factors for determining size standards. Unfortunately the FCC responded to TelQuest's application last week by dismissing it on procedural grounds, and in addition have added some tangential trade disputes which apparently affect only one small company's entry, as opposed to the market control of larger player. This poses a nearly insurmountable barrier to market entry for small business into this field. Small businesses have a great deal to offer the telecommunications industry and to the U.S. consumer and should not be intentionally or unintentionally blocked from the opportunity to compete.

We strongly urge the Commission to reconsider and then approve TelQuest's application if it wishes to demonstrate that it is in favor of increased competition and the removal of monopolistic practices of big business trying to block the entry of small business into the telecommunication services industry.

Sincerely,

Kathleen Gillespie,

NAWBO Technology Issues Leader

1995 White House Conference on Small Business

JUL 2 4 1996

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NATIONAL ASSOCIATION OF WOMEN BUSINESS OWNERS

July 24, 1996

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Mr. William F. Caton Acting Secretary Federal Communications Commission 2000 M Street, N.W. Washington, D.C. 20006

1100 Warme Auc. Swite R30 Siber Spring MD 20910

RE: FCC Seeks Small Business Input Telecommunication Act of 1996

GN Docket No. 96-113

101-608-2590 Dear Mr. Caton:

1413 K.St. NW

Suite 637

DC 20005

Facelmile

301-608-25% On behalf of the membership of the National Association of Women Business Owners (NAWBO), I am writing regarding the recently passed Telecommunications Act of 1996 and specifically in response to the requests for comments from small businesses regarding the barriers that small firms face in entering a telecommunications service Harrington business.

> One of the most positive indications that the White House is acting on behalf of small business, is the signing of the Telecommunications Act of 1996 calling for "..expeditiously and simultaneously open(ing) all telecommunications markets to full and fair competition." More concisely, the goal of this legislation is to fuel more competition, lower costs, and offer more services to customers. This potentially expands the opportunity for small businesses to compete in the expanding telecommunications market, and opens the door for new small businesses to enter the marketplace. NAWBO, representing women business owners across the nation, are presently concerned that the goal of a level playing field for small business is not being met and that, in fact, the legislation may have acted in favor of large business.

> As an example, TelQuest Ventures is a small entrepreneurial business endeavoring to break new ground based on the opportunity for open competition. It is part of an emerging technology of the satellite communications industry known as Direct Broadcast Service (DBS). If granted a license, it will provide national programming directly to independent wireless cable providers and video programmers (which are small businesses) and enable them to broadcast over six times the channels currently available, at an affordable price for the U.S. consumer. This presents a significant competitive advantage for the wireless cable provider, by including both national and local programming. Many other small businesses will benefit, (e.g. hardware distribution and marketing companies as well as content providers). TelQuest's status as a small business is confirmed by the SBA's factors for determining size standards. Unfortunately, the FCC responded to TelQuest's application last week by dismissing it on procedural grounds, and in addition have added some tangential trade disputes

Page Two

which apparently affect only one small company's entry, as opposed to the market control of larger players. This poses a nearly insumpountable barrier to market entry for small business into this field. Small business has a great deal to offer the telecommunications industry and its consumers, and should not be inadvertently disadvantaged or excluded.

We strongly urge the Commission to reconsider and then approve TelQuest's application if it wishes to demonstrate, in fact, that it is in favor of increased competition and the removal of monopolistic practices by large businesses trying to block the entry of small businesses into their field.

Sincepely,

Barbara Kasoff,

Vice President, Public Policy

NAWBO

Before the FEDERAL COMMUNICATIONS COMMISSION Washington, D.C. 20554

In the Matter of)
TelQuest VENTURES, L.L.C.) File Nos. 758-DSE-P/L-96) 759-DSE-P/L-96
For License for a Fixed)
Transmit/Receive Earth Station)
and Blanket License for)
Receive-Only Earth Stations)

COMMENTS OF THE CABLE TELECOMMUNICATIONS ASSOCIATION

Submitted By

Stephen R. Effros James H. Ewalt

CABLE TELECOMMUNICATIONS
ASSOCIATION
3950 Chain Bridge Road
P.O. Box 1005
Fairfax, VA 22030-1005
(703) 691-8875

Before the FEDERAL COMMUNICATIONS COMMISSION Washington, D.C. 20554

In the Matter of)
TelQuest VENTURES, L.L.C.) File Nos. 758-DSE-P/L-96) 759-DSE-P/L-96
For License for a Fixed)
Transmit/Receive Earth Station)
and Blanket License for)
Receive-Only Earth Stations)

COMMENTS OF THE CABLE TELECOMMUNICATIONS ASSOCIATION

The Cable Telecommunications Association ("CATA") hereby files these comments in support of the above-captioned applications. CATA is a trade association representing owners and operators of cable television systems servicing approximately 80 percent of the nation's more than 66 million cable television subscribers. CATA is filing on behalf of its members who would be directly affected by the action of the International Bureau in this matter. CATA's mandate from the industry, along with vigorous public advocacy of general industry positions and goals, is to assure that the particular difficulties and circumstances of smaller cable systems are adequately considered in the legislative and regulatory process.

Even before passage of the Telecommunications Act of 1996, it was clear that only the larger cable television systems would be able to afford to compete in a world of digitally compressed video services. The new law, predictably, has already fostered new combinations of larger telecommunications companies, many of which intend to use their considerable economic leverage to provide multiple channels of digitally compressed

programming to their viewers. Small cable television systems are at a disadvantage competing with DBS systems or other telecommunications entities that have the ability to transmit hundreds of video signals.

The TelQuest applications are in aid of a DBS system that, as part of its business plan, will enable small cable systems, wireless cable systems, and small telephone companies to provide subscribers with a competitive alternative to other technologies. A small cable system will be able to receive multiple channels of digitally compressed programming and, using vacant channel capacity, or with a modest investment in plant to upgrade capacity, provide the programming to subscribers. The result is the equivalent of an instant expansion of channel capacity. No investment in costly compression technology is needed. Little or no investment in cable plant is needed. The cable operator would merely install set-top boxes to decompress and convert digital to analog signals. A cable system using these compressed signals would make a choice of programs, and manage its own marketing program and subscriber billing. TelQuest intends to use open architecture hardware, allowing consumers to buy from a greater number of manufacturers and distributors. This proposal is, essentially, a further refinement of TCI's original concept of Headend in the Sky ("HITS").

CATA's position on the TelQuest system is consistent with its comments in the recent Advanced Communications Corporation proceeding. There we emphasized that our support of Advanced was in furtherance of the eventual deployment on the Primestar satellite for use in offering HITS. We noted that a focal point of Commission activity for many months had

been to alleviate the regulatory burdens on small cable systems to enable them to attract the capital necessary to compete with other multi-channel video providers. HITS would make such competition possible and we continue to support that proposal. We note that Western TCI has filed a similar application with the Commission and CATA intends to support that application as well. Both TelQuest and HITS are designed to enable small cable systems, among others, to deliver packages of compressed digital programming to their subscribers. This permits systems to tailor these packages of programs to the system's individual needs and capacities. Without the ability to obtain such service, small and rural systems simply cannot compete with other multi-channel video providers.

TelQuest would provide competition to other DBS systems, enable small cable systems to compete with DBS systems, wireless systems and telephone companies, and permit wireless systems to compete with DBS, cable and LMDS systems. Thus this proposal would provide an infrastructure that would facilitate competition across all current multichannel video industries.

By granting the above-captioned applications, the Commission would be promoting widespread competition. It has been CATA's position that, given the opportunity to compete, small cable systems will not only survive, but prosper. Of course, the ultimate beneficiary of competition is the public.

CATA strongly supports the TelQuest applications and urges the Commission to give it favorable and expeditious consideration.

Respectfully submitted,

CABLE TELECOMMUNICATIONS ASSOCIATION

Stephen R Effrage

James H. Ewalt

CABLE TELECOMMUNICATIONS
ASSOCIATION
3950 Chain Bridge Road

P.O. Box 1005

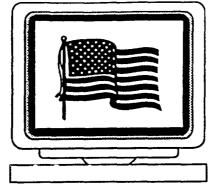
Fairfax, VA 22030-1005

(703) 691-8875

April 26, 1996

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TVA...



1750 K STREET N.W. #304 WASHINGTON D.C. 20006 TELEPHONE: (202) 508-1450 IAPR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSION
CFFICE OF SECRETARY

TELEVISION VIEWERS
OF AMERICA

April 26, 1996

Mr. William F. Caton Acting Secretary Federal Communications Commission 2000 M Street, N.W. Washington, D.C. 20006

RE: An application by TelQuest Ventures, L.L.C. for a license for a fixed satellite transmit/receive earth station and a blanket license for receive-only earth stations. (758-DSE-P/L-96 and 759-DSE-L-96)

Dear Mr. Caton:

As the president of the Television Viewers of America, I represent consumers across the country interested in the development of the television market in a way that serves the needs of everyday people.

One of our top priorities is to ensure that as the television market grows and changes open competition and choice are preserved. We strongly believe competition is the best way to ensure consumers get the kinds of services they want at prices within their means.

It is with this concern in mind that I write to strongly support TelQuest Venture's application for a license that will allow it to provide subscription television service. In my continuing support for greater competition and more choices for consumers, I believe TelQuest's venture will directly benefit consumers in several ways.

First, more competitors is almost always a good thing for consumers. There is a limited amount of spectrum available for use. The more companies that occupy that spectrum the better.

Second, as the changes in communications industry increase to warp speed, smaller companies are at risk of being swallowed by their larger competitors. TelQuest offers one way for these companies to continue to compete. In order to stay in the market and continue to offer their services to consumers, these local, independent companies need access to the same resources that more established companies enjoy. In my opinion, TelQuest will provide access to those resources.

Third, no matter how many channels a consumer has, he or she is not well served if there is no local programming. It is vital that in the rush to provide more and more quantity, companies not lose track of quality. TelQuest business plan includes integrating an independent provider's local programming with digital, compressed national programming. Once again, consumers win — they get high-quality programming, including their local favorites, without paying higher rates.

Fourth, companies that can provide direct-to-home service, as TelQuest will be able to, further the goals of universal service. Ten of thousands of consumers are unable to benefit from the advances of subscription television because of insufficient penetration or line-of-sight restrictions. DTH service eradicates those barriers. Once again, the more players competing to offer this kind of service (particularly when they are teaming up with a local provider), the better.

The Television Viewers of America actively supported the Telecommunications Act of 1996. We continue to support the goals of that legislation by continuing to fight for increased competition in all communications markets.

We see TelQuest's application as a logical extension of bringing about that competition. I strongly urge the Commission to grant TelQuest a license to provide this service.

Respectfully submitted

Gary Frink President

Television Viewers of America

cc:

Tom Tycz Joslyn Read Troy Tanner

SULLINS, JOHNSTON, ROHRBACH & MAGERS

ATTORNEYS AT LAW
(A Professional Corporation)

3701 KIRBY DRIVE, SUITE 1200 HOUSTON, TEXAS 77098 713/521-0221

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RECENSED

MARGUERITE B. GRIFFITH
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JOHN P. BENZ
T. DANIEL HOLLAWAY
LAMAN JOHNSTON
JOANIE J. DOHERTY
MONICA SCHULZ PECKHAM

APR 2 6 1996

OF COUNSEL:

FEDERAL COMMUNICAL SET TANKEN
OFFICE OF SECURICIARY

GOV. BILL DANIEL MARSHALL MACK ARNOLD

• Board Cardinal, Texas Board of Lagel Specialization

ED BULLINS

_MKE JOHNSTON
CIVIL TRUL LAW*
WILLIAM J. ROHRBACH, JR.
COMMERCIAL REAL ESTATE LAW*

GAIL MAGERS FAMILY LAW* STEPHEN H. TOUCHY

RANDAL L. PAYNE

April 26, 1996

DELIVERED BY HAND

Mr. William F. Caton Acting Secretary Federal Communications Commission 2000 M Street, NW Washington, D.C. 20006

RE: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

Dear Mr. Caton:

As a member of the White House Conference on Small Business, I helped define the goals and priorities of America's small businesses at last summer's conference. One of the highest priorities we set was increased competition in the communications industry.

The first major step toward meeting that priority was the passage of the Telecommunications Act of 1995, a piece of legislation of the Conference strongly supported. The next step is seeing the intent of the legislation through and giving more companies a chance to compete in the communications industry.

I believe that TelQuest, as an entrepreneurial venture, will help level the playing field for smaller service providers. This kind of competition is exactly what the Act was intended to promote and precisely the sort of initiative the Conference hoped for when it endorsed passage of the legislation.

The entrance of companies like TelQuest into the video programming market will help ensure small businesses are able o compete effectively. With TelQuest in the market, smaller companies will be able to offer the same services as the large cable companies and at competitive prices. Independent cable companies will have access to affordable national programming without folding into one of the large cable conglomerates.

Mr. William F. Caton Page 2

Keeping small businesses competitive in the market has benefits for consumers as well. More competition means consumers have more choices, forcing prices down.

I support TelQuest's application with the FCC and hope that more companies will follow TelQuest's lead in developing business models that allow for more participation by small businesses.

Sincerely,

Joanne J. Doherty

Journe J. Dharty



CETY Nees, CPC

President Serl N. Neese, CPC

Vice President and Director of Operations Tomma Calvin

Secretary Treasurer
Cim Neese Brown

Parmenent Division Placement Specialists Varianne Carter Wyn Hoffman

Camporary Division

Saployee Supervisors

Comma Calvin

is Moran

Láministrative Assistant ionja Nance Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, NW
Washington, D.C. 20006

RECEIVED

'APR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSIO!"
OFFICE OF SECRETARY

April 26, 1996

Re: Application of TelQuest Ventures, L.L.C. for Authority to Establish Earth Stations for Operation with Canadian DBS Satellites, File Numbers - 758-DSE-P/L & 759-DSE-L-96

Dear Mr. Caton:

I am writing as a past-president of the National Association of Women Business Owners (with over 30,000 members) and a small business owner, to ask you to approve TelQuest's application to offer digital video programming.

As an entrepreneurial start-up company offering consumers a choice of cable programming, TelQuest plans to offer the type of competition envisioned by the authors of the Telecommunications Act of 1996. In fact, companies like TelQuest represent the future of communications in forging the way for other independents to enter markets formerly barred to all but large, generously capitalized corporations.

TelQuest's services will allow smaller, independent cable companies to integrate local programming with affordable, digital, national programming and thus be able to effectively compete in the market. The presence of a company providing digital, compressed programming also lowers entry barriers and start-up costs for smaller companies. The net result: more businesses get a chance to compete and consumers benefit from a choice of affordable cable programming.

As a small business owner, I am well aware of the obstacles facing small businesses today. It is critical to allow all

Permanent & Temporary Personnel

communications providers to enter markets under the same rules and at the same time. That's the fastest, fairest way to spur real competition and to minimize bureaucratic delays.

Small business is the engine driving American jobs and economic growth. We simply cannot afford to wait any longer for the benefits of the communications revolution: lower prices, new services and greater access.

Thank you for your consideration. Please do not allow the cable companies to use this application as a way to further delay true competition in the video programming market.

Respectfully submitted,

Terry Neese

Past President

National Association of Women Business Owners

TN/sn